

Table 6A. Income and Cash Operating Cost Summary, Mixed Greens, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
 CROP: Mixed Greens ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 803.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

Item	Unit	Quantity	Price /Unit	Budgeted /Acre	Total /Acre	Your Farm Budget
INCOME -> Greens	Crtn	803.00	\$4.4200	\$3,549.26	\$3,549.26	_____
CASH LAND PREPARATION AND GROWING EXPENSES (including sales tax)						
Paid Labor (including benefits)					130.01	_____
Tractor/Self Propelled				54.88		_____
Irrigation				68.60		_____
Other/Contract				6.54		_____
Chemicals & Custom Applications					186.48	_____
Fertilizers				54.73		_____
Insecticides				99.94		_____
Herbicides				31.81		_____
Farm Machinery and Vehicles					38.87	_____
Diesel Fuel				14.41		_____
Repairs & Maint.				24.46		_____
Irrigation Water (excluding labor)					14.98	_____
Water Assessment (See Note Below) **					**	_____
Other Purchased Inputs & Services					235.08	_____
Seed/Transplants				10.08		_____
Other Services & Rentals				225.00		_____
TOTAL CASH LAND PREPARATION AND GROWING EXPENSES					605.43	_____
CASH HARVEST AND POST HARVEST EXPENSES						
Paid Labor (including benefits)					133.78	_____
Other/Contract				133.78		_____
Farm Machinery and Vehicles					24.52	_____
Gasoline				14.14		_____
Repairs & Maint.				10.38		_____
Custom Harvest/Post Harvest					2,609.75	_____
Other Materials					800.99	_____
TOTAL HARVEST AND POST HARVEST EXPENSE					3,569.05	_____
OPERATING OVERHEAD->PICKUP USE					9.21	_____
OPERATING INTEREST AT 9.0%					8.42	_____
TOTAL CASH OPERATING EXPENSES					\$4,192.10	_____
RETURNS OVER CASH OPERATING EXPENSES					(\$642.84)	_____

Notes: The above figures do not include ownership costs, see Table 6B on Next Page for detailed cost allocation.

** A water assessment charge of \$10.18/Acre is included in the ownership costs of Table 6B.

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
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 AREA: Salt River Project YIELD: 803.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

Item	-- CASH COST BASIS (\$/ACRE) --		- TOTAL COST BASIS (\$/ACRE) -	
	Income & Costs	Net Returns	Income & Costs	Net Returns
TOTAL INCOME at \$ 4.4200/Ct	\$3,549.26		\$3,549.26	
TOTAL OPERATING EXPENSES	4,192.10		4,192.10	
RETURN OVER CASH OPERATING EXPENSES		(\$642.84)		(\$642.84)
CASH OVERHEAD EXPENSES				
Taxes, Housing & Insur., Farm Machinery	7.33		7.33	
Gen. & Off. Overhead (5% of Tot. Oper. Exp.)	209.60		209.60	
General Farm Maint. (3% of Tot. Oper. Exp.)	125.76		125.76	
Total Cash Overhead Expenses	342.69		342.69	
Total Cash Oper. & Over. Cost	4,534.79		4,534.79	
RETURNS OVER CASH OPER. & OVER. EXPENSES.		(985.53)		(985.53)
CAPITAL ALLOCATIONS (100% Equity)				
Capital Replacement, Machinery & Vehicles			34.47	
Interest on Equity, Machinery & Vehicles			15.20	
Total Capital Allocations			49.66	
RETURNS TO LAND, CAPITAL, MANAGEMENT & RISK		(985.53)		
RETURNS TO LAND, MANAGEMENT & RISK				(1,035.20)
Land Cost / Rent or Lease	200.00		200.00	
Water Assessment **	10.18		10.18	
Total Land Costs	210.18		210.18	
RETURNS TO MANAGEMENT, CAPITAL & RISK		(1,195.71)		
RETURNS TO MANAGEMENT & RISK				(1,245.38)
Management Services (8% of Tot. Oper. Exp.)			335.36	
TOTAL OWNERSHIP COST	552.87		937.91	
TOTAL COST	\$4,744.97		\$5,130.01	
RETURN TO MANAGEMENT, CAPITAL & RISK		(\$1,195.71)		
RETURN TO RISK (PROFITS)				(\$1,580.75)
BREAK-EVEN PRICE TO COVER OPERATING COST (PER Ct)		\$5.22		\$5.22
BREAK-EVEN PRICE TO COVER OWNERSHIP COST		\$0.68		\$1.16
BREAK-EVEN PRICE TO COVER TOTAL COST		\$5.90		\$6.38

Table 6C. Variable Operating Costs; Mixed Greens, 1995

COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
 CROP: Mixed Greens ACRES: 1.0 IRRIGATION SYSTEM: Flood Furrow SOIL: Sandy-Loam
 AREA: Salt River Project YIELD: 803.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

No.	Month	First Operation	Hours		Operating Costs (\$/Acre*)					Times	Tot. Cash Expense	Class	
			Machine	Labor	Fuel/Rps.	Labor	Cust/Ser.	Materials	Total				
1	Jun	Plow	0.450	0.500	6.68	4.90				11.58	1.0	11.58	L
2	Jun	Apply Fert/Groun 0.0 Tn						31.50		31.50	1.0	31.50	G
3	Jun	Disk	0.225	0.250	2.92	2.45				5.37	3.0	16.10	L
4	Jun	Laser Level	0.450	0.500	4.96	4.90				9.86	0.5	4.93	L
5	Jul	List	0.300	0.333	1.96	3.26				5.22	1.0	5.22	L
6	Aug	Plant	0.600	1.334	3.59	13.08		10.08		26.75	1.0	26.75	L
7	Aug	Apply Herbicide/Ground	0.090	0.100	0.41	0.98		31.82		33.21	1.0	33.21	G
8	Aug	Buck Rows	0.045	0.050	0.16	0.49				0.65	4.0	2.62	G
9	Aug	Thinning						75.00		75.00	1.0	75.00	G
10	Aug	Irrigate		1.000		9.80		2.14		11.94	7.0	83.58	G
11	Aug	Apply Insect./Ground	0.090	0.100	0.41	0.98		8.40		9.79	1.0	9.79	G
12	Aug	Disk Ends	0.045	0.050	0.24	0.49				0.73	5.0	3.66	G
13	Aug	Cultivate	0.900	1.000	3.76	9.80				13.56	1.0	13.56	G
14	Aug	Apply Fert/Ground	0.450	0.500	3.16	4.90		23.23		31.29	1.0	31.29	G
15	Aug	Apply Insect./Ground	0.090	0.100	0.41	0.98		13.08		14.47	7.0	101.30	G
16	Sep	Hand Weeding						75.00		75.00	2.0	150.00	G
17	Oct	Harvest 803.0 Ct						2,609.75	800.99	3,410.74	1.0	3,410.74	H
18	Oct	Load Produce	2.093	13.652	24.52	133.78				158.30	1.0	158.30	H
19	Nov	Disk Residue	0.225	0.250	2.92	2.45				5.37	1.0	5.37	L
		Pickup Use 40 Mi/Ac	1.330		9.20							9.20	O
		Operating Interest at 9.00%						7.32				7.32	O
TOTAL CASH OPERATING EXPENSES:					\$72.60	\$263.80	\$2,842.07	\$1,012.56				\$4,191.03	T

* NOTES: Machine and labor hours and operating cost are for one time over the designated acreage. The 'Tot. Cash Expense' column and the 'TOTAL CASH OPERATING EXPENSES:' row include all operations, all times over. Classes are defined below. A water assessment charge of \$10.18/Acre included as ownership cost in Table 6B.

OPERATING COST SUMMARY BY CLASS		SENSITIVITY OF NET REVENUES OVER TOTAL CASH EXPENSES (\$/Acre)						
		Prices ->		-25%	-10%	Budgeted	+10%	+25%
Land Preparation (L)	\$69.94							
Growing (G)	535.51							
Harvest (H)	3,569.04	Yields		\$3.31	\$3.97	\$4.42	\$4.86	\$5.52 Break-even
Post Harvest (P)	0.00							
Marketing (M)	0.00	-25%	602.2	-1,302.31	-903.02	-636.82	-370.63	28.66 5.47
Operating Overhead (O)	16.52	-10%	722.7	-1,438.37	-959.22	-639.79	-320.35	158.79 5.30
		Budgeted	803.0	-1,529.08	-996.69	-641.77	-286.84	245.54 5.21
		+10%	883.3	-1,619.79	-1,034.16	-643.74	-253.33	332.29 5.14
		+25%	1,003.7	-1,755.86	-1,090.37	-646.71	-203.05	462.42 5.06
Total (T)	\$4,191.03	Break-even Yield		-550.61	-1,332.92	**,**,**	1,490.27	575.72

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Month *	Number Irrig.	Water Applied (Inches)	Total Labor (Hrs)	Operating Cost (\$/Acre)						
				Purchased Water	Fuel, Oil & Repairs	Labor	Chemicals	Other Purchases	Services	Total
JUN C			1.25		15.00	12.25	31.50			58.74
JUL C			0.58		4.88	5.71				10.59
AUG C	2.0	12.0	5.28		12.32	51.78	76.52	10.08	75.00	225.70
SEP C	3.0	18.0	3.60	4.98	2.46	35.28	52.30		150.00	245.02
OCT C	2.0	12.0	15.95	10.00	25.83	156.32	26.15	800.99	2,609.75	3,629.04
NOV C			0.25		2.92	2.45				5.37
Pickup Use 40 Mi/Ac					9.20					9.20
Operating Interest at 9.0%									7.22	7.22
Water Assessment				**						
Total	7.0	42.0	26.91	14.98	72.60	263.79	186.47	811.07	2,841.97	4,190.89
%				0.35	1.73	6.29	4.45	19.35	67.81	100.00
TOTAL RESOURCES REQUIREMENTS(/Acre)			TOTAL ENERGY REQUIREMENTS(/Acre)							
Total N	50.0 lbs		Diesel Fuel		21.1 Gal					
Total P	0.0 lbs		Regular Gas		0.0 Gal					
Total K	0.0 lbs		NonLead Gas		15.5 Gal					
Total Labor	26.9 Hrs		All Direct Energy		4.8 M BTU					
Total Water	42.0 AI									
EQUIPMENT REQUIREMENTS(/Acre)										
Tractor, 150 PTO HP, MFWD	1.58 Hrs		Moldboard Plow, 4-16 2 Way		0.45 Hrs		Fertilizer Broadcaster, Towed		0.00 Hrs	
Offset Disk, 13.5'	0.90 Hrs		Drag Scraper, 14'		0.23 Hrs		Laser Receiver, Mast System		0.23 Hrs	
Laser Trailer	0.23 Hrs		Tractor, 70 PTO HP, MFWD		0.90 Hrs		Lister, 5 Bottom		0.30 Hrs	
Planter, Planet Jr, 4 Unit/2R	0.60 Hrs		Bed Shaper, 4 Rw		0.60 Hrs		Tractor, 50 PTO HP, MFWD		2.57 Hrs	
Directed Spray Rig, 8 Row	0.81 Hrs		Rowbuck, 10'		0.18 Hrs		Offset Disk, 10.5'		0.23 Hrs	
Cultivator, Sweep, 3 Rw	0.90 Hrs		Fert. Side Dress Unit, 4Row		0.45 Hrs		Pickup Truck, 1 Ton		2.09 Hrs	
Flat Trailer	2.09 Hrs		Pickup Truck, 1/2 Ton		1.33 Hrs					
MATERIALS REQUIREMENTS(/Acre)										
Manure, Dry	10.00 Tn		Collard Seed		2.00 Lb		DCPA		6.00 Lb	
Water, District	42.00 AI		Methomyl		1.50 Pt		20-00-00, Amm. Nitrate, Dry		250.00 Lb	
Mevinphos	7.00 Pt		BT		14.00 Lb		Boxes & Supplies		803.00 Ct	
LABOR REQUIREMENTS(/Acre)										
Tractor	5.60 Hrs		Other		14.32 Hrs		Irrigators		7.00 Hrs	

* NOTE: P = Previous Year C = Current Year N = Next Year

** A water assessment charge of \$10.18/Acre included as ownership cost in Table 6B.

Table 6E Schedule of Operations; Mixed Greens, 1995

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COUNTY: Maricopa FARM: Maricopa Vegetables WATER SOURCE: SRP TILLAGE: Double Crop
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 AREA: Salt River Project YIELD: 803.0 Ct/Acre PREVIOUS CROP: Mixed Greens DATE: 08/20/95

No.	First Month	Times	Operation	Equipment/Custom Oper.		Job Rate Acres/Hr	Material Use & Cost			Service Cost \$/Unit	Labor Type
				HP	Self-Prop./Implem.		Name	Appl. Rate	\$/Unit		
1	Jun	1.0	Plow	150	Moldboard Plow, 4-16 2	2.00					Tractor
2	Jun	1.0	Apply Fert/Ground		CST Spread Manure		Manure, Dry	10.00 Tn	3.00 Tn	3.25 Tn	
3	Jun	3.0	Disk	150	Offset Disk, 13.5'	4.00					Tractor
4	Jun	0.5	Laser Level	150	Drag Scraper, 14' Laser Receiver, Mast Sy Laser Trailer	2.00					Tractor
5	Jul	1.0	List	70	Lister, 5 Bottom	3.00					Tractor
6	Aug	1.0	Plant	70	Planter, Planet Jr, 4 U Bed Shaper, 4 Rw	1.50	Collard Seed	2.00 Lb	4.80 Lb		Tractor Other
7	Aug	1.0	Apply Herbicide/Groun	50	Directed Spray Rig, 8	10.00	DCPA	6.00 Lb	5.05 Lb		Tractor
8	Aug	4.0	Buck Rows	50	Rowbuck, 10'	20.00					Tractor
9	Aug	1.0	Thinning		CST Thinning					75.00 Ac	
10	Aug	7.0	Irrigate			1.00	Water, District	6.00 AI	0.00 AF		Irrigator
11	Aug	1.0	Apply Insect./Ground	50	Directed Spray Rig, 8	10.00	Methomyl	1.50 Pt	42.68 Ga		Tractor
12	Aug	5.0	Disk Ends	50	Offset Disk, 10.5'	20.00					Tractor
13	Aug	1.0	Cultivate	50	Cultivator, Sweep, 3 Rw	1.00					Tractor
14	Aug	1.0	Apply Fert/Ground	50	Fert. Side Dress Unit,	2.00	20-00-00, Amm. Nit	250.00 Lb	177.00 Tn		Tractor
15	Aug	7.0	Apply Insect./Ground	50	Directed Spray Rig, 8	10.00	Mevinphos BT	1.00 Pt 2.00 Lb	84.27 Ga 0.96 Lb		Tractor
16	Sep	2.0	Hand Weeding		CST Hand Weeding					75.00 Ac	
17	Oct	1.0	Harvest		CST Harvest Mixed Green		Boxes & Supplies	803.00 Ct	0.95 Ct	3.25 Ct	
18	Oct	1.0	Load Produce		Pickup Truck, 1 Ton	0.43					Other
19	Nov	1.0	Disk Residue	150	Offset Disk, 13.5'	4.00					Tractor
			Pickup Use 40 Mi/Ac		Pickup Truck, 1/2 Ton	0.75					

* NOTE: Machine times, labor times, and material rates are for one time over the designated acreage.

** A water assessment charge of \$10.18/Acre included as ownership cost in Table 6B.

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